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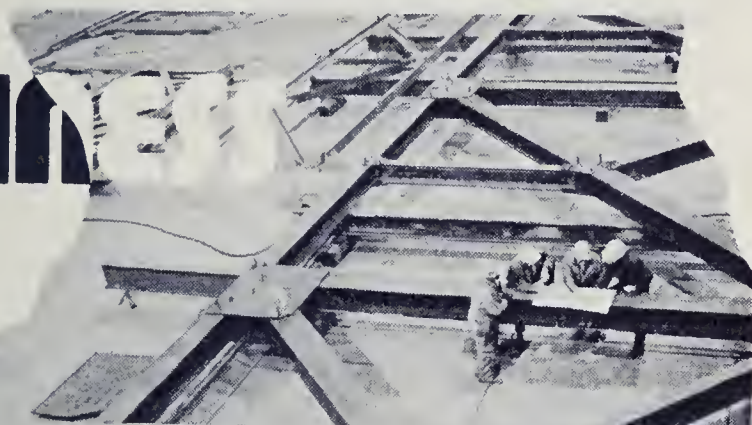
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The

ILLINOIS DEPARTMENT of

BUSINESS & ECONOMIC DEVELOPMENT's

wide-ranging activities are designed to stimulate healthy growth of the state's economy. While Illinois' great natural resources, geographic position, and industrious population provide fertile ground for continued industrial and economic growth, the Department of Business & Economic Development helps create the necessary climate.

It offers developmental and promotional services to Illinois communities and to any business or industry that has an interest in Illinois. By advisory and technical assistance, it helps firms find and capitalize on economic opportunities, and it helps public and private community development organizations learn the techniques required for successful development efforts.

The state's citizens benefit directly, by more jobs and more income, and indirectly through the increased services the State can provide from the increased tax money generated.

The Department functions with a relatively small staff working from the headquarters office in Springfield and six branch offices—three within the state, one in Washington, D.C., and two abroad.

Policy is formulated by the Director with counsel from the Governor.

Experienced professional Industrial Development Division representatives provide free, direct, and confidential location assistance to firms that are considering establishing new plants or expanding their operations. The firms are furnished economic and other pertinent statistical and financial data about Illinois. Visits to possible location sites are arranged, along with introductions to appropriate contacts in the communities. At the same time, the division

assists the local communities and organizations in handling their industrial prospects.

The division's cooperation with all the local and regional industrial development organizations in the state makes it possible to offer companies the convenience of "one-stop-shopping" so they do not have to deal separately with many different groups.



Staff members also make regular prospecting trips to major urban centers throughout the country to stimulate interest in and explain the advantages of locating industries and businesses in Illinois.

The Community Development Division, a companion to Industrial Development, helps communities prepare for industrial and economic growth. Its "Illinois ten-step program" is a set of practical guidelines a community can

follow in structuring a local preparedness program. The guidelines emphasize analysis of a community's assets and liabilities relative to industrial needs; establishment of a local economic development agency; elements of planning for economic growth, such as identifying industrial sites; and promotional techniques for attracting industrial and business prospects.

The division maintains a computerized data bank of socio-economic, demographic, cultural, and physiographic information about each community participating in the "Illinois ten-step program." These community profiles provide prospective industries and other developers seeking locations in Illinois with immediate information of the kind they require for decision-making. The profiles also assist a community's continuing self-evaluation of its preparedness efforts.



Promoting commerce between Illinois and world markets is the primary function of the International Trade Division, through its personnel in Chicago, Brussels, and Hong Kong. Programs are designed to increase sales of Illinois products and services, both agricultural and industrial, in international markets; to attract foreign investment to the state; and to stimulate use of Illinois' international transportation facilities.

The division works with small and medium-sized Illinois producers primarily. It keeps them informed of potential markets abroad by alerting them to specific products and services being sought by overseas buyers. It encourages Illinois companies' entrance into international markets through market briefings and display of their products at trade fairs and exhibitions, both at home and abroad.

By personal visits and frequent publicity, division personnel explain the economic advantages of locating and investing in Illinois to managements of foreign-based business and industry. Such locations are assisted, where possible, by this and other divisions of the Department of Business & Economic Development.

The division stimulates use of Illinois' international ports by publicizing them and providing routing and freight rate information. It cooperates in intergovernmental efforts to improve the facilities and opportunities for international transportation in Illinois.

The Tourism Division helps Illinois develop and promote its many natural, historic, and cultural attractions in order to capture a large share of the nation's multi-billion-dollar tourist trade and also benefit from the increasing number of travel-related

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jobs and businesses. It promotes travel within the state as well as from other states and from abroad. Illinois' numerous features of interest to tourists include state parks, fishing and hunting areas, historic shrines and preservations, and vacation regions—in addition to the wealth of cultural and entertainment attractions in the Chicago metropolitan region. A matching-funds program assists volunteer regional tourism councils to develop promotional brochures and other means of publicizing attractions of their regions.



A multi-disciplined team of scientists and engineers with industrial experience work through the Science & Technology Division to provide free and confidential assistance to smaller Illinois companies who want to upgrade their technology and increase their productivity. The staff can assist in many areas of industrial technology, from problem definition, to finding technical solutions, and applying advanced and new technologies.

The Research Division maintains an economic information gathering and reporting system to support the development objectives and programs of the Department and also to serve the needs of other public agencies and the business community for economic and related data. It has developed a system for monitoring and reporting on economic change in the state and its sub-areas. An *Illinois State and Regional Economic Data Book* is prepared and published annually, and *Economic Profiles* of each of the state's Standard Metropolitan Statistical Areas and non-SMSA counties have been compiled. The staff also provide economic information in response to day-to-day queries from business firms and individuals.

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The ILLINOIS DEPARTMENT of
BUSINESS & ECONOMIC DEVELOPMENT—

in order to serve individuals, Illinois communities, and all businesses and industries that have an interest in Illinois—has seven offices, even though it is one of the smallest of the State Government departments. Staff in any of these offices will see that your inquiries and needs come to the attention of the appropriate people in the Department.

222 South College Street
SPRINGFIELD, Ill. 62706
Telephone 217/525-6135

Administrative center of the Department and headquarters for its Industrial Development, Community Development, Science & Technology, and Research Divisions.

205 West Wacker Drive
Suite 1122
CHICAGO, Ill. 60606
Telephone 312/793-2082

Headquarters of International Trade and Tourism Divisions and regional office to assist the other divisions' service to the metropolitan area and northern Illinois.

2209 West Main Street
MARION, Ill. 62959
Telephone 618/997-4371

Regional office to assist the Department's services to southern Illinois.

So. Ill. University Campus
EDWARDSVILLE, Ill. 62025
Telephone 618/656-7394

Regional office to assist the Department's services to the seven counties in the East St. Louis-Edwardsville area.

1730 M Street, N.W.
Suite 810
WASHINGTON, D.C. 20036
Telephone 202/659-2610

Liaison office with federal agencies and Congressional committees responsible for programs related to economic development; it advises state and local officials and Illinois businessmen of federal grant and aid programs and regulatory legislation.

Place du Champ de Mars 5
1050 BRUSSELS
Belgium
Telephone 12.01.05

European office to help find foreign trade opportunities for Illinois firms; promote use of Illinois' international port facilities; and encourage European-based industries to locate plants in Illinois.

The New Sincere Building
173 Des Voeux Rd., Central
Room 1304
HONG KONG, B.C.C.
Telephone 5-451099

Far East counterpart of the European office, to assist Illinois industries expand their overseas markets and encourage foreign investment in Illinois.